# Every Well Informed Business Man Knows

- (1) That large, well-managed manufacturing industries, employing great numbers of skilled workmen, are the "bone and sinew" of any city.
- (2) That a large safe and vault manufacturing company is an industry much to be
- (3) That there is now no such industry in the entire Southern States south of Baltimore and east of the Ohio River down to the Gulf.
- (4) That there is not a Banker, Architect, Contractor, Merchant or other business man using a safe or vault that would not welcome a large safe and vault manufacturing company in this community.
- (5) That on account of the difference in freight rates accruing to the benefit of a local company distributing over this Southern territory the local company, practically, would have a monopoly on the trade.
  - (6) That the margin of profit on safes and vault work is satisfactory.
- (7) That the safe and vault manufacturing industry is practically in its infancy, more banks are being created, more rural merchants are acquiring safes and more residential safes are being installed than ever before.
- (8) That several safe and lock companies, created a few years ago in the Middle West have grown from their small incipiency to MILLION DOLLAR CORPORATIONS, and are paying most satisfactory dividends to the original stockholders.
- (9) That viewed from a commercial or financial standpoint, this territory stands badly in need of a safe and lock manufacturing company.

THEREFORE, certain well-known banking and business men of this city have come together and have decided to create a safe and vault manufacturing company to be located at Richmond, Va. This new company will be officered and have its board of directors selected from the best known business men of this city. The movement has been under advisement for some time since, but it has received considerable impetus since it has been learned that the new corporation can now purchase the business of the R. L. Barnes Safe

and Lock Co., Inc., of Richmond, Va. This purchase has been made possible only by reason of the recent severe-fire the R. L. Barnes-Safe and Lock Co. has sustained.

The R. L. Barnes Safe and Lock Co. is too well known to require its being introduced to the public. The company is known from New York, where it installed the immense steel vaults in the New York Clearing House (largest vaults, probably, in the western hemisphere), all the way down the scaboard to Florida. Over this territory it has installed something over three hundred bank vaults. Most of these banks are certainly well pleased with the work, etc., as is evidenced by the hundreds of letters received from them recently singing the praise of the company. The company now has a large volume of work on hand, among other pieces, that of installing the immense vaults for the First National Bank in its new building in this city. Work is being offered the company daily which it has to refuse, owing to the loss of its factory. Purchasing this business will give the new corporation a splendid nucleus upon which to build its own business.

The new company, can, if it wishes, probably secure the services of Mr. R. L. Barnes one of the best informed safe and lock men in the entire South. The company, can, also, if it wishes, secure the services of part of the old office force and field force, and most all of the skilled help. This will give the new company a peculiar advantage as to procure or train such men is most costly.

Richmond is admirably cared for in Banking and Transportation facilities and has a reasonable number of manufacturing industries, but in order to take care of its increase in population and realty expansion, other manufacturing industries must be encouraged and procured, else the inevitable, "financial and commercial stagnation" will come, if

Conclusively, Richmond needs manufacturing industries of a high order; the trade needs a good local safe and vault manufacturing company; here is a golden opportunity to serve both interests, so let the business men of Richmond give this matter their careful consideration, investigation and support, and DO IT NOW.

# Southern Safe and Lock Man'f'g. Co. P. O. BOX 123 RICHMOND, VA.

week's issue of the Manufacturers' Record are the following:

Standard Fuel Company, Charleston W. Va., incorporated with \$7,000,000 capital stock to develop coal, gas and oil properties in West Virginia and Ohio.

Carolina, Clinchfield and Ohio Rail-Way, Dante, Va., awarded contract for Elkhorn extension from Dante to Elkhorn cettension from Dante to Elkhorn construction to include tracks bridges and one half-mile tunnel. eighteen tunnels 300 to 1,500 feet long 10,000 yards concrete masonry 3,500,000 yards of excavation, etc. cost, \$5,000.

Baltimore Tube Company, Raltimore, Md., organized with \$1,200,000 capital stock to build plant for manufacturing point, Ga., will add 5,000 splitalise and to install for automobiles, etc.

Kentucky Solvay Coke Company, Ashland, Ky. incorporated with \$200,000 to \$10,000 tons of coal, for manufacturing point, Ga., will add 5,000 splitales and 1,000 tons of coal, for manufacturing point, Ga., will add 5,000 splitales and 1,000 tons of coal, for manufacturing point, Ga., will add 5,000 splitales and 1,000 tons of coal, for manufacturing point, Ga., will add 5,000 splitales and 1,000 tons of coal, for manufacturing point, Ga., will add 5,000 splitales and 1,000 tons of coal, for manufacturing point, Ga., will add 5,000 splitales and 1,000 tons of coal, for manufacturing point, Ga., will add 5,000 splitales and 1,000 tons of coal, for manufacturing point, Ga., will add 5,000 splitales and 1,000 tons of coal, for manufacturing point, Ga., will add 5,000 splitales and 1,000 tons of coal, for manufacturing point, Ga., will add 5,000 splitales and 1,000 tons of coal, for manufacturing point, Ga., will add 5,000 splitales and 1,000 tons of coal, for manufacturing point, Ga., will add 5,000 splitales and 1,000 tons of coal, for manufacturing point, Ga., will add 5,000 splitales and 1,000 tons of coal, for manufacturing point, Ga., will add 5,000 splitales and 1,000 tons of coal, for manufacturing point, Ga., will add 5,000 splitales and 1,000 tons of coal, for manufacturing point, Ga.,

Developmental Announcements
From Various Sections
of South.

Baltimore, Md., May 25.—Among the Southern industrial and other developmental enterprises reported in this week's issue of the Manufacturers' Record are the following:

Assumed Spears, San Benito, Texas, Southern Steel and Iron Works, Southern Steel, will organize with \$250,000 capital stock to operate and warehouse system.

Co., Charleston, S. C., encorporated, with \$150,000 capital stock to operate and warehouse system.

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Big Company Incorporated.
Charleston, W. Va., May 25.—The Standiated Oil and Fuel Company, of this city, has completed its organization, and has been incorporated with \$7,990,000 Capital took to acquire and develop coal, gas and Ohlo, and the standard of the company in the standard of the standard of the State. Its incorporators are J. E. States, and Standard of Charleston, it is stated that Philadelpoint capital will be invested in this company.

Cotton Movement.

New Orleans, May 28.—The last weekly report of the secretary of the New Orleans Cotton Exchange shows that the amount of cetten brought into sight during 200 days of the present season was 14,92,113 bales, an increase over the same period last year of 3,540,651 bales. The exports were 9,060,001 bales, an increase of 2,92,560 bales. The takings were, by Northern spinners, 2,205,-667 bales, an increase of 200,414 bales; by Southern spinners, 2,257,684 bales, an increase of 244,161 bales.

MAKING AGENTS BIGGER MEN.

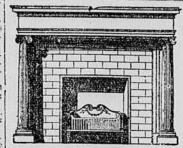
MAKING AGENTS EIGGER MEN.

Bill Before Congress to Force Rallroads to Guarantee Bills of Lading.
The Clapp bill, favorably reported
by the Interstate Commerce Commission, will, if it becomes law, require
rallway and steamship companies to
guarantee their bills of the KnightYancey failure, which brought to light
cotton frauds amounting to hundreds
of thousands of dollars, committed
through the negotiations of forged
bills of lading. The English cotton
trade was paralyzed for a time, and
English importers have ever since been
loudly demanding that common carriers guarantee the acts of their
agents.

If the Clapp bill passes it will great
ly help on a movement already in
progress on several Western railroads
to make the station agent a more
responsible and important official. Accoording to the St. Louis Republic,
one of the roads that has gone 'nto
this new movement is abolishing its
traveling reight and passenger agents
and its claim agents. The

of the local delegation of Kn'ghts Temphars to the national conclave and looks after freight traffic originating in territory tributary to his station. When Farmer Jones's sorrel colt is killed on the track, he settles with the owner in about the time that it would have taken to get the pedigree of the colt forwarded to the general office under the old system.

It has been said that big corporations tend, so far as the mass of their employes are concerned, to make little men. The new movement to give independence to the station agent in running the concerns of his own station shows that this is not necessarily so. If the railways are compelled by the government to guarantee bilis of lading, the station agent will become in a still greater degree a responsible official of his road.



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